

Program Provisions for  
**Small and Minority  
Business Participation**



[Beaufortcountysc.gov](http://Beaufortcountysc.gov)

**PLEASE REVIEW THIS SECTION CAREFULLY,  
PAYING PARTICULAR ATTENTION TO “PRE-AWARD  
DOCUMENTS” DUE WITH THE BID/PROPOSAL, .  
THE “GOOD FAITH EFFORTS CHECKLIST”,  
AND EXHIBITS 1-3.**

**FAILURE TO FOLLOW THE PROGRAM REQUIREMENTS  
AND/OR FURNISH THE REQUESTED DOCUMENTS MAY  
RESULT IN THE REJECTION OF YOUR BID/PROPOSAL.**

**Small and Minority Business Participation Program Documents Overview\***

<b>PRE-AWARD DOCUMENTS</b>		
<i>Item/Form</i>		<i>Submission Requirements</i>
1	<b>Program Overview</b>	n/a
2	<b>Self-Performance Affidavit</b> Indicates intention to perform work and/or provide services with own current workforce.	Due with bid/proposal <b>only if</b> self-performing 100%.
3	<b>Good Faith Efforts Checklist</b> Indicates the actions undertook to recruit and solicit small and minority businesses for this project.	<b>Due with bid/proposal.</b>
4	<b>Good Faith Agencies Distribution List</b> Indicates agencies that should receive notice of solicitation to small and minority businesses for this project.	Copy of notice sent to good faith agencies <b>due with bid/proposal.</b>
5	<b>Outreach Written Notice Example</b> Sample of notice to be sent to small and minority businesses soliciting their participation for this project.	Copy of notice sent to small and minority businesses <b>due with bid/proposal.</b>
6	<b>Non-Discrimination Statement – Exhibit 1</b> Certification that this project is open to all businesses and persons and that no business or person shall be excluded from participating in the Beaufort County procurement process.	<b>Due with bid/proposal.</b>
7	<b>Outreach Documentation Log – Exhibit 2</b> Documents solicitation efforts to obtain small and minority business participation for this project.	<b>Due with bid/proposal.</b>
8	<b>Proposed Utilization Plan – Exhibit 3</b> Listing of the small and minority businesses that will participate on this project and their proposed contract dollar amounts.	<b>Due with bid/proposal.</b>
<b>POST-AWARD DOCUMENTS</b>		
<i>Item/Form</i>		<i>Submission Requirements</i>
9	<b>Compliance Efforts</b> If the successful bidder/proposer, indicates the actions required to earnestly carry out the small and minority business utilization plan and document payments thereof.	n/a
10	<b>Monthly Compliance Status Report – Exhibit 4</b> Certifies monthly usage and payments to small and minority businesses.	Due monthly after work commences throughout the life of the contract.

\* **NOTE:** Projects involving Federal funds may have Disadvantaged Business Enterprise (DBE) participation goals and requirements of 49 CFR Part 26, Regulations of the U.S. Department of Transportation (USDOT), or other Federal requirements prescribed by the U.S. Department of Agriculture (USDA) or U.S. Department of Housing and Urban Development (HUD). Contractors submitting bids on such projects will also have to meet any outlined DBE Program requirements listed in the bid documents and submit items, including but not limited to, the following: (1) Certification of Contractor to Comply with DBE Requirements; (2) DBE Letter of Intent and Affirmation; (3) DBE Contract Totals and Percentage; and (4) Bidder’s List Questionnaire. For a current list of South Carolina DBE firms, please visit [www.scdot.org](http://www.scdot.org) and go to “Doing Business with SCDOT”, then see “Office of Business Development and Special Programs” and click on “DBE Directory”. Likewise, any USDA and/or HUD requirements must be met in addition to Beaufort County’s requirements.

## PROGRAM OVERVIEW

### Introduction

Beaufort County recognizes that the South Carolina General Assembly, in South Carolina Code of Laws Section 11-35-5210\*, has declared that businesses owned and operated by minority persons have been historically restricted from full participation in our free enterprise system to a degree disproportionate to other businesses; and that it is in the state's best interest to assist minority-owned businesses to develop fully as a part of the state's policies and programs which are designed to promote balanced economic and community growth throughout the state. Therefore, Beaufort County wishes to ensure that those businesses owned and operated by minorities are afforded the opportunity to fully participate in its overall procurement process for goods and services. Further, Beaufort County seeks to ensure that small businesses are likewise afforded the same participation opportunity as minority businesses. Consequently, attention of all bidders and proposers is called to contract conditions contained herein pertaining to Beaufort County's "**Small and Minority Business Participation Program**", as prescribed in the Beaufort County Code of Ordinances Section 2-537.2.

### Definitions

*Small Business* means a for-profit concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on government contracts, and qualified as a small business under the criteria and size standards in the Code of Federal Regulations, Title 13, Part 121, as amended. Beaufort County refers to these businesses as **Small Business Enterprises** or "**SBE**".

*Minority Business* means a concern at least fifty-one percent (51%) owned by a person determined to be socially and economically disadvantaged. *Socially disadvantaged* means those persons who have been subject to racial or ethnic prejudice or cultural bias because of their identification as members of a certain group without regard to their individual qualities. Such groups include, but are not limited to, Black Americans, Hispanic Americans, Native Americans (including American Indians, Eskimos, Aleuts and Native Hawaiians), Asian Pacific Americans, women and other minorities to be designated by the Beaufort County Council. *Economically disadvantaged* means those socially disadvantaged persons whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities as compared to others in the same business area that are not socially disadvantaged. Beaufort County refers to minority businesses as **Minority Business Enterprises** or "**MBE**".

**Small and Minority Business Enterprises will be abbreviated as "S/MBE".**

### Provisions

The successful bidder or proposer, hereafter referred to as "Contractor", is required to (1) make specific **Pre-Award "Good Faith Efforts"** to recruit S/MBE and (2) **Post-Award "Compliance Efforts"** of its labors to utilize S/MBE, unless self-performing one hundred percent (100%) of the contract work. Falsification of any pre-award or post-award documents will be considered a serious breach of public trust and funds.

\* SOUTH CAROLINA CODE OF LAWS, CHAPTER 35 "SOUTH CAROLINA CONSOLIDATED PROCUREMENT CODE, SUBARTICLE 1 "ASSISTANCE TO MINORITY BUSINESSES"

**SELF-PERFORMANCE AFFIDAVIT**

***If self-performing 100% sign below and return this page with your bid/proposal.***

I hereby certify my company's intent to perform one hundred percent (100%) of the work required for:

Project Name: \_\_\_\_\_

Bid/Proposal Number: \_\_\_\_\_

By signing this affidavit, I further certify that my company has the capability to perform and will perform all elements of the work on the project referenced above with my company's employees.

I further agree to provide additional information or documentation requested by Beaufort County in support of the above statement.

If a need to subcontract all and/or some of my company's work on this project arises, I will notify the Beaufort County Compliance Office in writing within three (3) business days.

\_\_\_\_\_  
Name of Company

\_\_\_\_\_  
Authorized Representative Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

State of \_\_\_\_\_ County of \_\_\_\_\_

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_

Notary Public \_\_\_\_\_ My Commission Expires: \_\_\_\_\_

## GOOD FAITH EFFORTS CHECKLIST (PRE-AWARD)

*Pre-award efforts include the following “good faith efforts” for Contractors intending to use subcontractors, or the bid/proposal may be rejected.*

**If using subcontractors, return this page (and required supporting documents) with your bid/proposal.**

- Divide and/or combine scope of work packages into economically feasible units, **if possible**.
- You can find directories of SMB/SDMB by going to the following websites:  
<http://dbw.scdot.org/dbesearch/DirectoryQuery.aspx>  
<https://osmba.sc.gov/directory.html>
- Send a written notice **at least ten (10) business days prior** to the bid/response due date of your intent to submit a bid/response, and express interest in receiving quotes thereof to (1) potential S/MBEs **and** (2) “good faith agencies”:
  - ✓ The written notice should contain the Contractor’s name and contact information; project name; project number; scope of work/bid packages available for subcontracting; information on availability of plans and specifications; and the Contractor’s company policy regarding insurance, bonding, and financial requirements, if any.
- Submit with the bid/proposal, copies of the written notice sent specifically to S/MBEs, along with the fax transmittal confirmation slips (if sent by fax), copies of the e-mails (if e-mailed), and/or copies of metered or stamped envelopes (if sent by mail).
- Submit with the bid/proposal, copies of the written notice sent specifically to the “good faith agencies”, along with the fax transmittal confirmation slips (if sent by fax), copies of the e-mails (if e-mailed), and/or copies of metered or stamped envelopes (if sent by mail).
- Complete and submit Exhibits 1-3 with all requested supporting documentation (where applicable):
  - ✓ Exhibit 1: Non-Discrimination Statement
  - ✓ Exhibit 2: Outreach Documentation Log
  - ✓ Exhibit 3: Proposed Utilization Plan

The undersigned acknowledges making a good faith effort to comply with the above areas checked:

\_\_\_\_\_  
Name of Company

\_\_\_\_\_  
Authorized Representative Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

## GOOD FAITH AGENCIES DISTRIBUTION LIST

**Send written notice at least ten (10) business days prior to the bid/response due date to all the agencies listed below and do the following: (1) indicate your company's intent to submit a bid/response and (2) request their assistance in the recruitment of small and minority businesses. You may mail, fax, OR e-mail the notice.**

**Submit notice copy with the bid/proposal. copies of the written notices sent to these agencies.**

- Beaufort County Black Chamber of Commerce**  
Attention: Ms. Maryland Harris  
711 Bladen St.  
Beaufort, SC 29901  
FAX: (843) 737-9882  
EMAIL: mharris@bcbcc.org
  
- Beaufort Regional Chamber of Commerce**  
Attention: Megan Morris  
Post Office Box 910  
Beaufort, SC 29901  
FAX: (843) 986-5405  
EMAIL: [hello@beaufortchamber.org](mailto:hello@beaufortchamber.org)  
EMAIL: [mmorris@beaufortchamber.org](mailto:mmorris@beaufortchamber.org)
  
- Hilton Head Island-Bluffton Chamber of Commerce**  
Attention: Mr. Ray Deal  
Post Office Box 5647  
Hilton Head Island, SC 29938  
FAX: (843) 785-7110  
EMAIL: rdeal@hiltonheadisland.org
  
- SCDOT Disadvantaged Business Enterprise Program**  
Attention: Mr. Gregg Davis  
955 Park Street  
Columbia, SC 29202  
EMAIL: DavisGQ@scdot.org  
You can also look up DBE by clicking the link: <https://www.scdot.org/business/bus-development-dbe-sbe-cert.aspx>
  
- Small Business Administration**  
Attention: Mr. Carl Faison  
1835 Assembly Street, Suite 1425  
Columbia, SC 29201  
FAX: (803) 765-5962  
EMAIL: carl.faison@sba.gov

## OUTREACH WRITTEN NOTICE EXAMPLE

**Send written notice at least ten (10) business days prior to the bid/response due date to potential small and minority businesses and provide notice of the following: (1) intent to submit a bid/response and (2) interest in receiving quotes from small and minority businesses.**

**You may mail, fax, OR e-mail the notice.**

**Submit all notices with the bid/proposal. Copies of the written notices sent to these agencies.**

No Name Company  
Post Office Box 1234  
Any Town, US  
(123) 555-7777 Telephone  
(123) 555-8888 Fax

# Example

Date

Subcontractor Company Name  
Subcontractor Mailing Address  
Subcontractor City, State, Zip

Dear Subcontractor Company Name:

No Name Company is pursuing work with Beaufort County, South Carolina and intends to submit a bid/proposal for Beaufort County IFB/RFP # 000-00000.

We have the following opportunities for subcontracting on this project:

- Describe Bid Package 1
- Describe Bid Package 2
- Describe Bid Package 3
- Etc...

Plans and specifications are available at our office and at \_\_\_\_\_ and \_\_\_\_\_.

It is the policy of No Name Company that \_\_\_\_\_ (state policy concerning W-4, insurance, credit lines, and assistance in obtaining bonds, etc.)

The IFB/RFP closing date is \_\_\_\_\_ at 3:00 pm and therefore, we must receive your quote/proposal into our office no later than \_\_\_\_\_ pm.

If you have any questions, please contact Mr. /Ms. \_\_\_\_\_ at our company.

We look forward to hearing from you.

Sincerely,

\_\_\_\_\_  
Title  
No Name Company

**Sign below and return this page with your bid/proposal.**

**EXHIBIT 1**  
**Non-Discrimination Statement**

The bidder/proposer certifies that:

- 1) No person shall be excluded from participation in, denied the benefit of, or otherwise discriminated against on the basis of race, color, national origin, or gender in connection with any IFB/RFP submitted to Beaufort County or the performance of any contract resulting thereof;
- 2) That it is and shall be the policy of this Company to provide equal opportunity to all business persons seeking to contract or otherwise interested in contracting with this Company for Beaufort County contracts, including those companies owned and controlled by socio-economic and racial minorities;
- 3) In connection herewith, we acknowledge and warrant that this Company has been made aware of, understands and agrees to take affirmative action to provide such companies with the maximum practicable opportunities to do business with this Company;
- 4) That this promise of non-discrimination as made and set forth herein shall be continuing in nature and shall remain in full force and effect without interruption throughout the life of the referenced contract with Beaufort County;
- 5) That the promises of non-discrimination as made and set forth herein shall be and are hereby deemed to be made a part of and incorporated by reference into any contract or portion thereof which this Company may hereafter obtain and;
- 6) That the failure of this Company to satisfactorily discharge any off the promises of non-discrimination as made and set forth herein shall constitute a material breach of contract entitling Beaufort County to declare the contract in default and to exercise any and all applicable rights and remedies including, but not limited to cancellation of the contract, termination of the contract, suspension and debarment from future contracting opportunities, and withholding and/or forfeiture of compensation due and owing on a contract.

\_\_\_\_\_  
Name of Company

\_\_\_\_\_  
Authorized Representative Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

***Return this page with your bid/proposal***



**EXHIBIT 2  
Outreach Documentation Log**

Bidder/Proposer Name: \_\_\_\_\_

IFB/RFP No.: \_\_\_\_\_

IFB/RFP Date: \_\_\_\_\_

Project Name: \_\_\_\_\_

**LIST INFORMATION FOR THE S/MBEs YOU CONTACTED FOR INTEREST AND POTENTIAL PARTICIPATION**  
(Use additional sheets if necessary and mark "Exhibit 2 Attachment")

<b>Name of S/MBE</b>	<b>Firm Type</b>	<b>Address</b>	<b>Telephone Number</b>	<b>Trade/Commodity</b>	<b>Letter Sent (Y/N)</b>	<b>Response (No Response / Will Quote / Will Not Quote)</b>	<b>Result (If Submitting Quote)</b>

The undersigned proposes to enter into a formal agreement with the S/MBEs identified herein for work, schedule and value listed in this schedule conditioned upon execution of a contract with Beaufort County.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Title: \_\_\_\_\_

***Return this page with your bid/proposal***

**EXHIBIT 3  
Proposed Utilization Plan**

Bidder/Proposer Name: \_\_\_\_\_

IFB/RFP No.: \_\_\_\_\_

IFB/RFP Date: \_\_\_\_\_

Project Name: \_\_\_\_\_

LIST INFORMATION FOR THE S/MBEs YOU INTEND TO UTILIZE  
(Use additional sheets if necessary and mark "Exhibit 3 Attachment")

Name of S/MBE	Firm Type	Address	Telephone Number	Point of Contact	Trade/Commodity	Contract / PO Amount

Total Anticipated Small Business Enterprise Participation Dollar Value: \$ \_\_\_\_\_

Total Anticipated Minority Business Enterprise Participation Dollar Value: \$ \_\_\_\_\_

The undersigned proposes to enter into a formal agreement with the S/MBEs identified herein for work, schedule and value listed in this schedule conditioned upon execution of a contract with Beaufort County.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Title: \_\_\_\_\_

## COMPLIANCE EFFORTS (POST-AWARD)

The successful Contractor is required to fulfill any Small and Minority Business Enterprise (S/MBE) commitments made in conjunction with the “Pre-Award Good Faith Efforts”, unless good cause is demonstrated for any failure to fulfill such commitment.

If the Contractor intends to make any substitutions for any reasons, the Beaufort County Compliance Office must be notified in writing within ten (10) business days for discussion and approval. No Contractor shall enter into an agreement with any S/MBE that would in any manner limit the S/MBE from selling or acting as a subcontractor to any other party.

Beaufort County shall have the right to inspect the Contractor’s records related to activity and expenditures to S/MBE utilized on its projects, to include related contracts/purchase orders and payment records, such as cancelled check copies. Further, designated Beaufort County personnel are permitted access to all work sites. Contractors and their staff should take measures to cooperate fully with all Beaufort County staff, including, but not limited to the Procurement Director and Compliance Officer.

“Post-Award Compliance Efforts” require the Contractor to not only provide monthly reports regarding activity and expenditures to S/MBE, but also to maintain related records throughout the life of the project regarding its efforts to comply with the Small and Minority Business Participation Program. The “Monthly Compliance Status Report” must be submitted to the Compliance Office until the project ends, by the fifth (5<sup>th</sup>) day, reflecting the activity of the previous month.

After the County receives a monthly status report marked as “final”, the Contractor will be issued an affidavit to certify totals regarding S/MBE usage throughout the life of the project.

All questions regarding “Post-Award Compliance Efforts” should be directed to the Compliance Office via e-mail at [dthomas@bcgov.net](mailto:dthomas@bcgov.net) or (843) 255-2304.

**EXHIBIT 4**



**MONTHLY COMPLIANCE STATUS REPORT**

Small and Minority Business Participation

*Completed reports must be submitted as follows:*  
 Beaufort County Compliance Office  
 P.O. Drawer 1228 • Beaufort, SC  
 29901-1228  
 E-Mail: [dthomas@bcgov.net](mailto:dthomas@bcgov.net) • FAX  
 843.255.9437

**Prime Contractor Name:**

**Project Name:**  Monthly  Final

**Type of Report:**

**Report Number:**

**For the Period Of:**

Until the project ends, the Prime Contractor shall submit monthly reports to the Compliance Office by the 5<sup>th</sup> day, reflecting activity of the previous month.

**Original Prime Contract Amount:**  
**Change Orders to Date:**  
**Current Prime Contract Amount:**

Name of S/MBE	Firm Type	Quote Amount	Date of Contract/PO	Dollar Amount of Actual Contract/PO	Dollar Amount Paid This Month	Check Number	Dollar Amount Paid to Date

SBE Expenditure to Date:  
 MBE Expenditure to Date:  
  
 S/MBE Total Expenditure to Date:

I certify that contracts/purchase orders have been executed with the above firms, amounts listed are accurate, and payments were made in accordance with contractual obligations. Cancelled checks to S/MBEs working on this project and/or supporting documentation for the information presented in this report will be made available to Beaufort County officials upon written request.

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Date: \_\_\_\_\_